Company Tracking Number:

TOI: LTC03I Individual Long Term Care Sub-TOI: LTC03I.003 Other

Product Name: Long Term Care Advertisement

Project Name/Number: Long Term Care Mailer/GE-55450

# Filing at a Glance

Company: AXA Equitable Life Insurance Company

Product Name: Long Term Care Advertisement SERFF Tr Num: ELAS-126740066 State: Arkansas

TOI: LTC03I Individual Long Term Care SERFF Status: Closed-Filed State Tr Num: 46349 Sub-TOI: LTC03I.003 Other Co Tr Num: State Status: Closed

Filing Type: Advertisement Reviewer(s): Marie Bennett, Harris

Shearer

Authors: Audrey Arnold, Samra

Mekbeb, Sabrena Lallmohamed

Date Submitted: 07/28/2010 Disposition Status: Filed

Implementation Date Requested: On Approval Implementation Date:

State Filing Description:

#### **General Information**

Project Name: Long Term Care Mailer Status of Filing in Domicile: Not Filed

Project Number: GE-55450 Date Approved in Domicile:

Requested Filing Mode: Review & Approval Domicile Status Comments: We are not

required to file Accelerated Death Benefit for Long-Term Care Services advertisement in our

Disposition Date: 09/08/2010

state of domicile, New York.

State Status Changed: 09/08/2010

Explanation for Combination/Other:

Submission Type: New Submission

Group Market Type: Individual

Group Market Type:

Group Market Type:

Overall Rate Impact: Group Market Type:

Filing Status Changed: 09/08/2010 Explanation for Other Group Market Type:

Deemer Date: Created By: Audrey Arnold

Greated by, Addrey Amold

Submitted By: Audrey Arnold Corresponding Filing Tracking Number: Filing Description:

July 28, 2010

Ms. Julie Benafield Bowman

SERFF Tracking Number:	ELAS-126740066	State:	Arkansas
Filing Company:	AXA Equitable Life Insurance Company	State Tracking Number:	46349
Company Tracking Number:			
TOI:	LTC03I Individual Long Term Care	Sub-TOI:	LTC031.003 Other
Product Name:	Long Term Care Advertisement		
Project Name/Number:	Long Term Care Mailer/GE-55450		
Insurance Commission	oner		
Arkansas Insurance [	Department		
1200 West Third Stre	et		
Little Rock, AR 7220	1-1904		
FEIN No.: 13-55706	fe Insurance Company (AXAEQ) 51 NAIC No.: 968-62944 enefit for Long-Term Care Services ELAS-126740066	Sales Mailer	
Dear Commissioner E	Bowman:		
•	our requirements, we are submitting sales material, for your review and a	•	Accelerated Death Benefit for Long-
Accelerated Death Be No. R06-90, which wa	sentatives will use form No. GE-554 enefit for Long-Term Care Services as approved by the Department, on er 32921. Form No. GE-55450 is a	Rider, form July 25, 2006, SERFF T	racking No. SERT-6QJKRD668/00,
The filing fee of \$50.	00 will be submitted through EFT.		
If additional informati	ion is needed, please do not hesitat	e to contact me, at (212)	314-2921.
Sincerely,			
Estella A. Devial Vice President	n		
EAD:ava			

PDF Pipeline for SERFF Tracking Number ELAS-126740066 Generated 09/08/2010 03:42 PM

**Enclosures** 

Company Tracking Number:

TOI: LTC031 Individual Long Term Care Sub-TOI: LTC031.003 Other

Product Name: Long Term Care Advertisement

Project Name/Number: Long Term Care Mailer/GE-55450

# **Company and Contact**

#### **Filing Contact Information**

Estella A. Devian, Vice President estella.devian@axa-financial.com

 1290 Avenue of the Americas, 14th Floor
 212-314-2921 [Phone]

 New York, NY 10104
 212-707-7493 [FAX]

**Filing Company Information** 

AXA Equitable Life Insurance Company CoCode: 62944 State of Domicile: New York
1290 Avenue of the Americas, 14-10 Group Code: 968 Company Type: LIFE Insurance

New York,, NY 10104 Group Name: State ID Number:

(212) 314-2921 ext. [Phone] FEIN Number: 13-5570651

-----

# **Filing Fees**

Fee Required? Yes
Fee Amount: \$50.00

Retaliatory? No

Fee Explanation:

Per Company: No

COMPANY AMOUNT DATE PROCESSED TRANSACTION #

AXA Equitable Life Insurance Company \$50.00 07/28/2010 38349682

Company Tracking Number:

TOI: LTC031 Individual Long Term Care Sub-TOI: LTC031.003 Other

Product Name: Long Term Care Advertisement

Project Name/Number: Long Term Care Mailer/GE-55450

# **Correspondence Summary**

#### **Dispositions**

Status Created By Created On Date Submitted

Filed Marie Bennett 09/08/2010 09/08/2010

**Objection Letters and Response Letters** 

Objection Letters Response Letters

Status Created By Created On Date Submitted Responded By Created On Date Submitted

Pending Marie Bennett 08/09/2010 08/09/2010 Audrey Arnold 09/02/2010 09/02/2010

Industry Response

Company Tracking Number:

TOI: LTC031 Individual Long Term Care Sub-TOI: LTC031.003 Other

Product Name: Long Term Care Advertisement

Project Name/Number: Long Term Care Mailer/GE-55450

# **Disposition**

Disposition Date: 09/08/2010

Implementation Date:

Status: Filed Comment:

Rate data does NOT apply to filing.

Company Tracking Number:

TOI: LTC031 Individual Long Term Care Sub-TOI: LTC031.003 Other

Product Name: Long Term Care Advertisement

Project Name/Number: Long Term Care Mailer/GE-55450

Schedule Item Schedule Item Status Public Access

Form (revised)Long Term Care MailerFiledYesFormLong Term Care MailerReplacedYes

Company Tracking Number:

TOI: LTC031 Individual Long Term Care Sub-TOI: LTC031.003 Other

Product Name: Long Term Care Advertisement

Project Name/Number: Long Term Care Mailer/GE-55450

## **Objection Letter**

Objection Letter Status Pending Industry Response

Objection Letter Date 08/09/2010
Submitted Date 08/09/2010
Respond By Date 09/09/2010

Dear Estella A. Devian,

This will acknowledge receipt of the captioned filing.

#### Objection 1

- Long Term Care Mailer, GE-55450 (Form)

#### Comment:

The form indicates important information is on the reverse side. Please attach Side 2 for review or explain the statement.

Please feel free to contact me if you have questions.

Sincerely,

Marie Bennett

Company Tracking Number:

TOI: LTC031 Individual Long Term Care Sub-TOI: LTC031.003 Other

Product Name: Long Term Care Advertisement

Project Name/Number: Long Term Care Mailer/GE-55450

### **Response Letter**

Response Letter Status Submitted to State

Response Letter Date 09/02/2010 Submitted Date 09/02/2010

Dear Harris Shearer,

#### **Comments:**

Reference is made to Marie Bennett's objection letter of August 9, 2010. Our response follows:

#### Response 1

Comments: We have attached Side 2 of the mailer, which is variable Financial Professional disclosure language that is driven by the financial professional's credentialing and professional designations located on the back of the mailer.

In addition to the above-mentioned, we have made revisions to the mailer and return card. These revision are as follows: a) included the company's entire name, AXA Equitable Life Insurance Company, to the mailer and return card; b) included the form number of the Long Term Care Rider, R06-90\* or state variation thereof, referenced in the mailer and return card; c) included a sentence in the disclosure section of the mailer that states, "This is an insurance solicitation. An insurance agent may contact you."; and since the mailer was intended to be one form we have revised the form number for both the mailer and return card to GE-55450 (4/10).

#### **Related Objection 1**

Applies To:

Long Term Care Mailer, GE-55450 (Form)

Comment:

The form indicates important information is on the reverse side. Please attach Side 2 for review or explain the statement.

#### **Changed Items:**

No Supporting Documents changed.

#### Form Schedule Item Changes

Form Name Form Edition Form Type Action Action Readability Attach

Number Date Specific Score Document

Company Tracking Number:

TOI: LTC031 Individual Long Term Care Sub-TOI: LTC031.003 Other

Product Name: Long Term Care Advertisement

Project Name/Number: Long Term Care Mailer/GE-55450

Data

Long Term Care Mailer GE-55450 Advertising Initial 80.560 GE-55450

(4/10)

Revised

8-27-10.pdf

**Previous Version** 

Long Term Care Mailer GE-55450 Advertising Initial 80.560 GE-

55450.pdf

No Rate/Rule Schedule items changed.

Please do not hesitate to contact us if additional information or action is required.

Sincerely,

Audrey Arnold, Sabrena Lallmohamed, Samra Mekbeb

Company Tracking Number:

TOI: LTC031 Individual Long Term Care Sub-TOI: LTC031.003 Other

Product Name: Long Term Care Advertisement

Project Name/Number: Long Term Care Mailer/GE-55450

#### Form Schedule

Lead Form Number: GE-55450

Schedule	Form	Form Type Form Name	Action	<b>Action Specific</b>	Readability	Attachment
Item	Number			Data		
Status						
Filed	GE-55450	Advertising Long Term Care	Initial		80.560	GE-55450
09/08/2010	(4/10)	Mailer				Revised 8-
						27-10.pdf

First Name Last Name, Designations Business Title 1 Business Title 2 CA Insurance License #0000000

# protect what's important / plan for the unexpected

Sam A Sample Company Name 123 Main Street XXXXX Anytown, US 12345-6789

#### Dear <<Name>>:

The fact is you never know if something may happen that will force you to face the high costs associated with long-term care. Consider this -70% of people over the age of 65 require some type of long-term care services at some point in their lives, and 40% of people currently receiving long-term care are adults 18 to 64 years old. It's important for you to begin planning for the unexpected now  $^1$ 

Long-term care policies typically are stand-alone in nature and can be costly. But, now, you have the opportunity to get long-term care coverage along with the benefits of your life insurance policy.

AXA Equitable offers a Long Term Care Services Rider that you can add to your life insurance policy at the time the policy is issued. The death benefit of the policy can, in certain circumstances, be accelerated to pay for qualified long-term care services. But, if you don't access the long-term care benefit, you won't lose a thing – 100% of your unused death benefit will be passed on to your loved ones.

Long-term care is an issue that touches many families. The more you know today, the more prepared you can be to protect your family's future.

Please complete and mail the attached reply card or give me a call today to learn more about our Long Term Care Services<sup>SM</sup> Rider.

Sincerely,

<<Name>>

<<Title1>>

<<Title2>>

- <sup>1</sup> www.longtermcare.gov.
- <sup>2</sup> There is an additional cost associated with adding the Rider.

Securities offered through AXA Advisors, LLC (NY, NY, 212-314-4600), member FINRA, SIPC. Annuity and insurance products offered through AXA Network, LLC and its insurance agency subsidiaries. Life insurance policies are issued by AXA Equitable Life Insurance Company, 1290 Avenue of the Americas, New York, NY. AXA Advisors, LLC and its affiliates do not offer tax and legal advice. [additional disclosure may be added as individual states require] Rider Form # R06-90 \*or state variation thereof.

This is an insurance solicitation. An insurance agent may contact you.

SEE THE REVERSE SIDE FOR ADDITIONAL DETAILS AND IMPORTANT INFORMATION.

GE-55450 (4/10)

GE-55450 (4/10)

Detach here



# AXA Equitable's Long Term Care Services<sup>™</sup> Rider offers you:

- Cost-efficiency two separate policies with one potentially affordable monthly payment
- Price protection
   no concern that
   premiums will be raised
   during the "No Lapse
   Guaranteed" period
- Benefits you don't lose
   any amount not used for long-term care services will be passed on to your beneficiaries
- No hassle
   "per diem" benefit
   you do not have to
   submit paperwork
   with each long term care claim



V	YES,	l'd like	to learn	more abo	out the	AXA	Equitable	Long	Term	Care
	Services	SM Rider								

Client number 12345678 Sample A Sample Company Name Address 1 Address 2 Address 3

Home Phone #: (	)
Work Phone #: (	)
Cell Phone #: (	)
Fmail Address:	

[The named individual offers securities and investment advisory services through AXA Advisors, LLC (NY, NY 212-314-4600), member NASD, SIPC, and offers annuity and insurance products through AXA Network Insurance Agency, LLC and its affiliates.]

Investments are subject to market risks, will fluctuate and may lose value.

<< Personal Website>>

Company Tracking Number:

TOI: LTC031 Individual Long Term Care Sub-TOI: LTC031.003 Other

Product Name: Long Term Care Advertisement

Project Name/Number: Long Term Care Mailer/GE-55450

## **Superseded Schedule Items**

Please note that all items on the following pages are items, which have been replaced by a newer version. The newest version is located with the appropriate schedule on previous pages. These items are in date order with most recent first.

Creation Date: Schedule Schedule Item Name Replacement Attached Document(s)

**Creation Date** 

07/28/2010 Form Long Term Care Mailer 09/02/2010 GE-55450.pdf (Superceded)

#### First Name Last Name, Designations Business Title 1 Business Title 2 CA Insurance License #0000000

# protect what's important / plan for the unexpected

Sam A Sample Company Name 123 Main Street XXXXX Anytown, US 12345-6789

#### Dear << Name>>:

The fact is you never know if something may happen that will force you to face the high costs associated with long-term care. Consider this – 70% of people over the age of 65 require some type of long-term care services at some point in their lives, and 40% of people currently receiving long-term care are adults 18 to 64 years old. It's important for you to begin planning for the unexpected now.<sup>1</sup>

Long-term care policies typically are stand-alone in nature and can be costly. But, now, you have the opportunity to get long-term care coverage along with the benefits of your life insurance policy.

AXA Equitable offers a Long Term Care Services<sup>SM</sup> Rider that you can add to your life insurance policy at the time the policy is issued.<sup>2</sup> The death benefit of the policy can, in certain circumstances, be accelerated to pay for qualified long-term care services. But, if you don't access the long-term care benefit, you won't lose a thing – 100% of your unused death benefit will be passed on to your loved ones.

Long-term care is an issue that touches many families. The more you know today, the more prepared you can be to protect your family's future.

Please complete and mail the attached reply card or give me a call today to learn more about our Long Term Care Services<sup>SM</sup> Rider.

Sincerely,

<<Name>>

<<Title1>>

<<Title2>>

<sup>2</sup> There is an additional cost associated with adding the Rider.

Securities offered through AXA Advisors, LLC (NY, NY, 212-314-4600), member FINRA, SIPC. Annuity and insurance products offered through AXA Network, LLC and its insurance agency subsidiaries.

AXA Advisors, LLC and its affiliates do not offer tax or legal advice.

SEE THE REVERSE SIDE FOR ADDITIONAL DETAILS AND IMPORTANT INFORMATION.

GE-55450

Detach here



# AXA Equitable's Long Term Care Services<sup>™</sup> Rider offers you:

- Cost-efficiency two separate policies with one potentially affordable monthly payment
- Price protection
   no concern that premiums
   will be raised during the
   "No Lapse Guaranteed"
   period
- Benefits you don't lose
   any amount not used for long-term care services will be passed on to your beneficiaries
- No hassle
   "per diem" benefit
   you do not have to
   submit paperwork
   with each long term care claim



YES	, I'd like to	learn more	about the	Long Term	Care Services <sup>™</sup>	Ride
V IES	, I'd like to	learn more	about the	Long Term	Care Services	Ride

Client number 12345678 Sample A Sample Company Name Address 1 Address 2 Address 3

Home Phone #: ()	
Work Phone #: ()	
Cell Phone #: ()	
Fmail Address:	

<sup>1</sup> www.longtermcare.gov